

Item 7. OPERATING EXPENSES			Mil.	Thou.	Dol.			
Operating expenses for 1997 (Include payroll, but exclude cost of goods sold and interest expense)			040					
Item 8. INVENTORIES								
a. Did you have inventories at the end of 1996 or 1997?								
180	1	<input type="checkbox"/> Yes – Complete the remainder of the item						
	2	<input type="checkbox"/> No – Skip to item 9						
b. Were inventories of this establishment subject to the last-in, first-out (LIFO) method of valuation?								
185	1	<input type="checkbox"/> Yes – Use the sum of the LIFO amount plus the LIFO reserve for lines c and c(2)						
	2	<input type="checkbox"/> No – Complete only line c						
			End of 1997			End of 1996		
			Mil.	Thou.	Dol.	Mil.	Thou.	Dol.
			046			047		
c. Total inventories								
(1) Amount not subject to LIFO costing			181			186		
(2) Amount subject to LIFO costing (gross)			182			187		
(a) Amount of the LIFO reserve			183			188		
(b) LIFO value of the line c(2) (net)			184			189		
NOTE – The sum of lines c(1) and c(2) should equal line c The sum of lines c(2a) and c(2b) should equal line c(2)								
Item 9. TOTAL PURCHASES OF MERCHANDISE IN 1997			PURCHASES AT COST VALUE					
			Bil.	Mil.	Thou.	Dol.		
Purchases of merchandise for resale (Net of returns, allowances, and trade and cash discounts; but including amounts allowed for trade-ins)			160					
NOTE – If purchases are greater than sales, please provide an explanation in the REMARKS section								
Item 10. SALES BY CLASS OF CUSTOMER			Whole percent of sales					
Report the percentage of this establishment's total sales in 1997 (item 4a) to each class of customer.			141					
a. Export sales			142					
b. Restaurants, hotels, food services, and contract feeding			143					
c. Retailers and repair shops for resale or repair			144					
d. Other wholesale establishments for resale			145					
e. Industrial users for production (manufacturing and mining)			146					
f. Business users for consumption, not for resale			147					
g. Farmers (for farm use)			148					
h. Household consumers and individual users			149					
i. Builders and contractors			150					
j. Governmental bodies (Federal, State, and local)								
k. TOTAL (Sum of lines a through j should total 100%)			100%					

Item 11. KIND OF BUSINESS AND SELLING CHARACTERISTICS	
a. Kind of business	
What was this establishment's PRINCIPAL kind of business in 1997? Mark (X) only ONE box.	
(1) Beer, wine, and distilled alcoholic beverages	070
(a) Beer and ale	<input type="checkbox"/> 518100
(b) Wine and distilled alcoholic beverages (licensed distributor)	<input type="checkbox"/> 518210
(c) Wines and distilled alcoholic beverages (state-operated)	<input type="checkbox"/> 518220
(2) Other kind of business – Specify	<input type="checkbox"/> 777777
b. Selling characteristics	
(1) In what format did this establishment PRIMARILY sell in 1997? Mark (X) only ONE box.	
	068
From physical displays of priced merchandise	1 <input type="checkbox"/>
From a counter (little or no display)	2 <input type="checkbox"/>
From a warehouse or office	3 <input type="checkbox"/>
Other – Describe	4 <input type="checkbox"/>
(2) How did this establishment PRIMARILY attract new customers in 1997? Mark (X) only ONE box.	
	069
Location and store attractiveness	1 <input type="checkbox"/>
Advertising to the general public, including direct mail advertising	2 <input type="checkbox"/>
Advertising to the trade or calls directly to customers.	3 <input type="checkbox"/>
Other – Describe	4 <input type="checkbox"/>
c. What percent of your sales are drop-shipped and do not enter this establishment?	
	Percent
	111
Item 12. TYPE OF OPERATION	
What was this establishment's PRINCIPAL type of operation in 1997? Mark (X) only ONE box.	
	060
a. Own-brand importer and marketer	<input type="checkbox"/> 14
b. Merchant wholesaler (buying and selling on own account)	
(1) Importer	<input type="checkbox"/> 12
(2) Exporter	<input type="checkbox"/> 13
(3) Merchant wholesale distributor or jobber	<input type="checkbox"/> 11
c. Manufacturers' sales branches and offices	<input type="checkbox"/> 20
d. Agent, broker, and commission merchant	
(1) Auction company	<input type="checkbox"/> 41
(2) Broker (representing buyers and sellers)	<input type="checkbox"/> 42
(3) Commission merchant	<input type="checkbox"/> 43
(4) Import agent	<input type="checkbox"/> 44
(5) Export agent	<input type="checkbox"/> 45
(6) Manufacturers' agent	<input type="checkbox"/> 46
e. Other broker or agent – Specify type	<input type="checkbox"/> 77

